

RJ REYNOLDS

TOBACCO COMPANY

August 21, 1997

RJR Account #315288

Mr. J. Mitiguy
DOWLINGS, INC.SEPTEMBER WINSTON B2GF CAP / PROMOTION #700927

Dear John:

Winston regular product has been ordered (see quantities listed below), as well as 73 skus of B2GF Cap Sleeves / Displays (item #529301) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

<u>UPC Code</u>	<u>WINSTON</u>	<u>Case</u>	<u>Size</u>	<u>#/ Cases</u>	
12300-11112	Light		12M	1	
12300-11808	Light Box		8M	2	
12300-11012	Full Flavor	Kay	12M	2	
12300-11212	Full Flavor Box		12M	1	923B
		923A			7240-0858
<u>Product PO #</u>	<u>Display PO #</u>				
<u>Product / Premium Arrival:</u>					September 15, 1997
<u>Ship Date to Retail:</u>					Week of: September 21, 1997
<u>SKU CUBE:</u>					2.5480
<u>SKU WT (w/o Product):</u>					8.2000 lbs
<u>Retail Sales Offer per Sku:</u>					20 units
<u>Billing per Sku:</u>					4 Full Price Cartons
<u>EFT \$ Amount:</u>					\$3,545.86
<u>Non-EFT \$ Amount:</u>					\$N/A

Rich
Copy of letter
mailed 8/21/97
to you

B. R. MacLeod

Region Operations Mgr

180 Lawrence Bell Drive

Suite #100

Williamsville, NY 14221

(716) 634-8222

Fax (716) 634-3145

Rich Same PO#
as
Camel
B262f.
Judy
8/28/97

51845 8013

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

09/23/97

ACCOUNT NUMBER: 315288 DOWLING'S INC.
VOUCHER NUMBER: 15371179 92 CATAMOUNT DR.
DATE WRITTEN: 09/23/97 BOX#1002
STATUS: PAID MILTON , VT 5468
AMOUNT PAID: 136.36 SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	4.87	136.36

EXPLANATION: OCTOBER: WINSTON B2GF CAP #700927/RICH TANCHYK

51845 8014